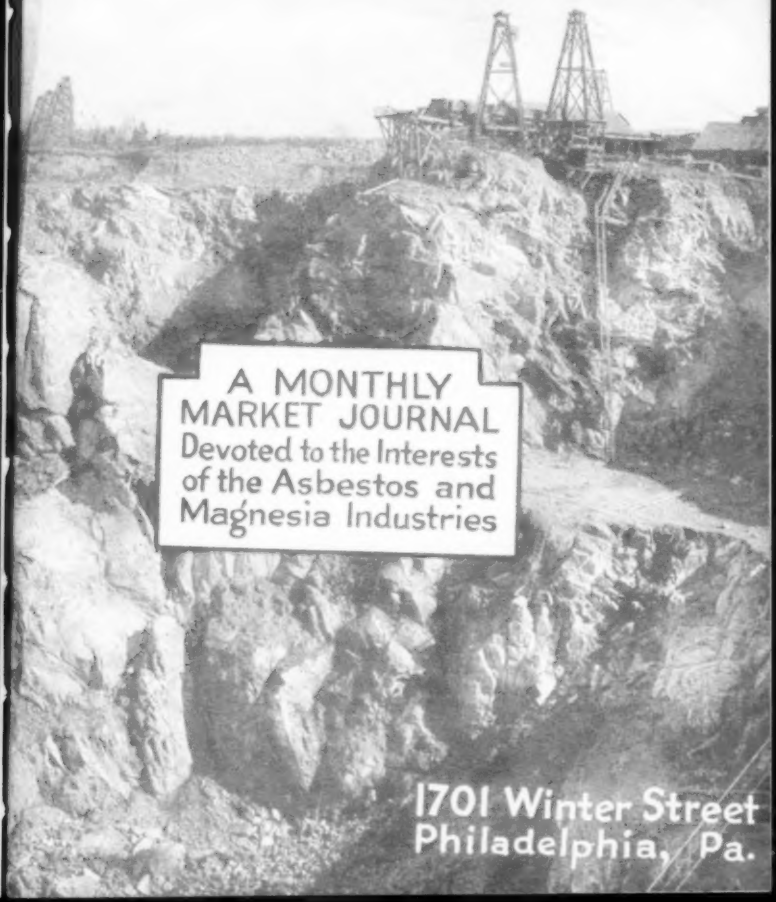
ASBESTOS

JANUARY 1932



A MONTHLY
MARKET JOURNAL
Devoted to the Interests
of the Asbestos and
Magnesia Industries

1701 Winter Street
Philadelphia, Pa.

... ASBESTOS ...

A MONTHLY MARKET JOURNAL
DEVOTED TO THE INTERESTS OF THE
ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

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What of 1932?

At the end of 1930 almost everyone had high hopes that 1931 would show some improvement, and that results would be, if not entirely satisfactory, at least encouraging.

Most of you will agree, we believe, that 1931 has been a distinct disappointment.

But that is no reason why we should not look hopefully forward to 1932. Possibly it will not be exceitingly prosperous, but when hopes are not quite so high, the disappointment will not be so great.

1932 will be a year of hard work, and eventually the turn will come, as it always has come, for better times, and better business.

We have asked a number of executives in the Asbestos business to give us their opinion as to what is in store for the Asbestos Industry during the coming year. Some have frankly said that any opinion they would give would either be a mere guess or would be too pessimistic for publication, but comments from others are very interesting and, we hope, will also be helpful. We publish them in the order of their receipt:

Charles A. Wright, General Manager,
Plant Rubber & Asbestos Works.

It seems to us that our perspective here on the Coast is a very limited one, and our prophecy not nearly as reliable as the Eastern manufacturer might be able to give.

We believe, however, that 1932 will be an improvement over 1931. We do not think that we will run our factory full time, however, as the gain will be gradual and the market will continually improve during the year. It always takes longer for things to improve than it does for them to go the other way. This also applies to the entire asbestos industry in our way of thinking.

A. K. Burgstresser, President,
Norristown Magnesia & Asbestos Co.

The Asbestos Industry has many good things in store for it in 1932 and the Industry will realize during the

coming year to the extent of the effort put forth and the thought given to the merchandising and making of commodities to meet the demands. Outstanding in the writer's opinion is the amount of effort put forth toward developing new channels and uses for asbestos as well as improving the products now being manufactured.

Daniel R. Weedon, General Manager,
Russell Manufacturing Company.

We believe that the Asbestos Brake Lining business will show a definite improvement in 1932 as compared with 1931. In the Replacements field jobbers' and dealers' stocks of brake lining are very low. Many cars are also running which in 1931 were neglected insofar as brake maintenance was concerned, and which will absolutely require attention during 1932. The advent of free wheeling also should contribute a considerable amount of business in the Replacements field for brake lining. It is a proven fact that brake lining wears out much quicker on a free wheeling car, and also the necessity of maintaining brakes on such cars is greater.

The same conditions that affect brake lining will also affect the demand for clutch facings. With the adoption of cast iron drums by many of the new cars coming out, there will gradually be effected a change in the type of lining being used, and more attention will be paid to wear and life of lining and perhaps less to antiscoring features.

George Kanzler, President,
Smith & Kanzler, Inc.

Your request for an opinion as to what the New Year holds for the asbestos industry, is one which might prompt an elaborate flow of optimism. We know that this present era of poor business will not last forever. True, it is lasting longer than many of us anticipated but still we all realize that the turn will eventually come.

My opinion is that the products of our industry, because of their diversified uses and possibilities, and because the public is beginning to recognize the importance of asbestos for the transmission and conservation of heat, will be in greater demand and that the industry as a whole can look forward to the coming year with more

confidence than we could honestly express at this same time last year.

The asbestos business of course has decreased considerably in the past year and while it could not be considered satisfactory, we have to admit that our line did not experience a decrease as alarming as many other industries have experienced. Now that all authorities believe we have reached the darkest point, we might well look toward the dawn—not with overconfidence, but with a realization that better times are coming.

Lewis H. Brown, President,
Johns-Manville Corporation.

Recovery in the Asbestos Industry in 1932 will, in my opinion, be largely dependent upon the developments that take place in the world economic situation. As a result of a recent trip thru Europe, I am convinced that the most important problem facing the world today is that of reparations and war debts. Indications are that this problem will be brought to a head in the first quarter of 1932.

The process of deflation has gone a long way. While it may go still further, there is an economic limit beyond which it is not likely to go. The world price structure is approximately at pre-war levels and in many major lines prices are below cost of production and at the point where only the most efficient can survive and operate.

The trend of general business is still downward and will probably continue in that direction during the first quarter at least of 1932. We can only hope that the Spring of the new year will bring about a change in trend.

While the causes of this period of deflation are different and the extent and depth greater, I do not believe it is essentially different in its fundamentals from other depressions that the world has experienced in the last hundred years. When the readjustment has run its course, the reaction will take place.

For six months there have been indications that world prices have reached resistance levels and are in a process of leveling out. This is encouraging. A large potential demand of repair and replacement items is be-

ing built up that will be reflected in orders when the turn comes. However, the building situation which determines the use of many products in which asbestos is a component part, will probably be slow in making its recovery. In general I have complete confidence in the ability of this country to weather the storm and come thru to another period of normal business and prosperity.

As to the future of asbestos products, I am of the opinion that the type of progress that has been made in this industry during the past half century will be characteristic of it in the future. New products and new uses are constantly being discovered. More efficient methods of manufacture are opening up new fields in which high cost has prevented growth in the past. While some substitutes have been developed that in a marginal way touch asbestos, nothing basic has yet been discovered to take its place. It is still a unique and essential component of products that are valuable to industry because they save industry money and pay handsome profits on the investment made in the purchase of these products.

H. C. Bonney, Vice President,
The Ruberoid Company.

From a careful compilation of figures over a considerable period of time, we find that the volume of business which we can reasonably expect is almost in a positive ratio to the amount of residential building construction going on in the country. Construction contracts awarded in the United States for residential purposes in the month of November 1931 amounted to approximately $50,000,000, and only one month in 1931, namely March, exceeded $100,000,000 in construction contracts, the March figure being $101,000,000.

If we look back, as an example, to 1929, we find that in December of that year the residential building permits in the United States were $114,000,000 and in every single month thruout the year they were in considerable excess of $100,000,000, reaching the peak in April, of $256,000,000. Therefore, we must necessarily take a conservative view of the outlook for 1932. The business in our particular industry we believe can only increase as

fast as residential building increases in the country. We may be a little too pessimistic at this particular time, but our guess is that for the first six months of 1932 if our business is 10% better than it was for the first six months of 1931, we shall be very much contented.

As to the future of the Asbestos Cement products, however, we have quite a different feeling. While we are newer in the business than some of the other companies, we are certainly just as enthusiastic about asbestos, and we believe that had not the Asbestos Industry confined itself, up to about a year and a half ago, to the drab gray colors, it would have found itself much farther advanced today than it is. Now that we have all found out that it is possible to produce products made from Asbestos Cement, not only comparatively economically, but beautiful as well, we believe there are almost unlimited fields ahead for those products.

W. A. Godfrey, Secretary,
Cape Asbestos Company.

The more one investigates the present position of the Asbestos Industry, in conjunction with the worldwide conditions existing, the less one feels inclined to prophesy what 1932 has in store.

On one point everyone in the Asbestos World will be unanimous, namely, that they feel no regrets at the passing of 1931.

Despite all that, our optimists have asserted from time to time the past year has been admittedly a very bad one. And the root cause of this state of things is difficult to determine. Is it the financial stringency, with its international complications, due to the aftermath of the war? If so, then 1932 cannot, in my judgment, shake itself entirely free from its predecessor, at least until the financial question and its correlated subjects of disarmament, currency, exchanges, over-production, under-consumption, mal-distribution, tariffs, etc., have been disposed of. What a vista of unsettlement opens before us in contemplating these gigantic issues!

These comments may appear at first sight beside the

point of immediate interest to your readers, but in my view they are vital.

No one industry—indeed no one country—can prosper by itself, as recent history amply proves. The Shipbuilding, Engineering, Motoring, Electrical, Chemical and many another industry contribute to our well being as asbestos manufacturers. Their success is ours. My opinion is, therefore, that our outlook for 1932 is conditioned by the problems above mentioned, the solution of which, at the moment, is uncertain. Temporary alleviations will doubtless appear in the form of new uses of asbestos, which industry, as has been said so often, and so truly, is "still in its infancy," but the main stream of improvement will be delayed, in my judgment, until the above disturbing factors are wholly or partially removed. Meantime the acid test of efficiency is being applied to methods of production, manufacture and selling. "The race is to the swift and the battle to the strong."

J. H. Victor, President,
Victor Manufacturing & Gasket Company.

The use of asbestos in gaskets should continue at a rate differing not greatly from the average of the last three years. While automobile production has fallen off, there is still a strong demand for gaskets in replacement. Probably the number of automobiles in use is the best measure of the amount of gaskets to be used and since the number in use is not much below the peak of a year or two ago, it seems fair to assume that the amount of gaskets requiring asbestos should run along about the same as the last three or four years.

The News Bureau of the General Electric Company, Schnectady, in a release dated December 31, says: The electrical industry is in a peculiarly fortunate position for even in the past year there has been an increased consumption of electricity in the home, mainly because of the installation of a greater variety of electrical appliances. In this year, also, industrial companies have modernized their productive methods, requiring new applications of electricity. Because these things have been true in such a poor year as 1931 we look forward to 1932 and the succeeding years with confidence.

The Bermuda Water Supply

(Finds Asbestos Useful)

Those of you who have had the good fortune to visit Bermuda, may or may not know that the island's only source of water supply is the rain that falls on roofs and is stored in tanks. When that supply runs low water must be imported at a cost of $1.00 per ton, for there are no running streams in Bermuda, and because of its coral formation it is impossible to get drinkable water from wells, the proximity of an all-surrounding ocean and the porous character of the ground causing all wells to go brackish.

Now, however, a new source of supply has been found—or at least a new method of catching the rainfall. Horizontal wells have been dug at the foot of a cluster of hills. In reality the wells are trenches, four feet deep and 250 feet long, the bottom of the trenches being far enough above sea level to avoid the seeping in of salt water. These trenches were connected by pipes to a concrete-bottomed pit, during the experimental stage, and a total of 13,000,000 gallons of water was gathered. Then a settling basin with capacity of 100,000 gallons was constructed adjacent to the horizontal well, and from here the water will be pumped to a distributing reservoir on a hill about half a mile away, the elevation being sufficient to gravitate it to all consumers. The water, because of the coral formation of the ground thru which it first passed, was very hard, but this was overcome by filtering it thru silica sand imported for the purpose.

Where does asbestos fit in all this, however?

This project, and other similar ones which will undoubtedly follow, require a large amount of piping. The salt air of Bermuda makes it very expensive, because of the high replacement cost, to use iron pipes. Asbestos Cement Pipe, therefore, is the ideal piping material for such a project, and Bermuda will for a time at least provide a very large market for this material.

The value of asbestos cement pipes in Bermuda can be imagined when water fixtures in the hotels are often made of bronze, the better to resist corrosion.

Smith-Faris Company Takes Over S. P. Conkling in Detroit

The Smith-Faris Company of Youngstown, Ohio, (with branches in Pittsburg, Cincinnati and Akron) on January 1st took over the business of S. P. Conkling in Detroit.

Mr. Conkling was an old established insulation contractor, having been in the business since 1885. Up until 1919 he represented the Keasbey & Mattison Company, at which time he became an approved contractor for Johns-Manville.

Associated with Mr. Conkling were J. W. Bussey, who had been with him for thirty-one years, and F. W. Pierce and D. W. Lake, both of whom had been with Mr. Conkling for twenty-five years. These three men have become members of the Smith-Faris Company organization.

The Detroit Office of Smith-Faris Company will be located at 335 Jefferson Avenue, West (the former Conkling Office). From that address insulation work in the lower peninsula of Michigan will be handled under the name of S. P. Conkling Division of Smith-Faris Company.

The Smith-Faris Company acts as Approved Contractors for the Keasbey & Mattison Company in Ohio (except Cleveland) Western Pennsylvania and part of Kentucky, and the Michigan territory will now be added.

The Conkling business, built up during the past forty-seven years, has enjoyed an excellent reputation which has been fully merited.

The Russian Asbestos Mines

(By a Reader Who Visited Them)

The Russian Asbestos Mines are located at Asbest, in the Ural Mountains, and the nearest large city is Sverdlovsk, formerly Ekaterinburg. To go to Asbest from Moscow, one takes the Trans-Siberian Railroad to Sverdlovsk. From there branch lines take you to Asbest.

The Trans-Siberian Railroad, from Moscow to Sverdlovsk, runs thru magnificent country, mostly heavily wooded, and thru beautiful pine woods and birch forests. It is a single track railroad, running 25 miles an hour—no faster. This slow speed is due to the fact that the railroad is sand ballasted and not rock ballasted. A sand ballasted railroad naturally is subject to constant repairs in the spring, on account of the rain affecting the road bed, and in the summer the heat makes the road bed extremely dusty.

The problem of transportation is the greatest retardment to the Russian Five-Year Plan. To double track this railroad would be a tremendous task, for while the road bed is cut for the double track system, when you consider that the road is almost 6000 miles long, you can realize the amount of steel required to build a second track. An order for sufficient rails would be a tremendous order even for the United States Steel Corporation. And even tho the railroad were double tracked, the amount of locomotives and rolling stock necessary would be another big problem. Railroad locomotives are expensive and the number required would be tremendous, especially in view of the fact that the locomotives now running are badly in need of repair and many new ones would be required to operate the single track efficiently.

When the Five Year Plan was conceived, the Russian Government realized that the obligation incurred by them in the purchase of machinery would necessitate tremendous sales of raw materials to foreign countries for payment, and the amount of such materials that Russia would be obliged to ship would tax the single track rail-

road to its utmost capacity, but they figured that with more efficiency on the single track, and with a great amount of material leaving Russia by steamers, their sales would cover their commitments. No one foresaw the drastic price decline on all commodities. Where Russia anticipated, for instance, that wheat would probably bring her $1.00 per bushel, until recently she was obliged to ship at least two bushels of wheat to bring her $1.00.

This is true of all similar commodities. Consequently this railroad, which was overtaxed in the first place, is now doubly overtaxed because Russia must ship twice as much as she anticipated in order to get the amount of money required to meet her obligations. Indeed, in many instances, instead of shipping twice as much as originally anticipated, she ships three and four times as much. Therefore the entire Russian Five Year Plan is handicapped primarily due to lack of transportation facilities.

But to get back to the Mines themselves. The only way one can describe the Russian Asbestos Mines is by using the word "Gigantic."

The Mines run night and day. Situated so far north, it does not get dark at Asbest until 11 o'clock, and starts to get light again at 2 A. M. The main pit, comprising a number of smaller pits from which most of the rock is extracted, is four miles long from one end to the other, and the same formation of asbestos bearing rock is found at least 36 miles farther on, so that the asbestos bearing belt extends for at least 36 miles. The rock is rich and not as hard as the rock in the Canadian Mines. The mine is operated on benches and while the pits are huge in area, they are of no great depth. The pits are practically free of water and the rock requires very little drying.

At the mines there is one large mill recently constructed, one in the course of construction and several small mills, these last having been built before the Revolution. The asbestos produced in Russia at present, and sold in various parts of the world, comes from the several small mills operating at Asbest. These small mills work on a peculiar principle. After the rock runs thru crushing rolls, it is elevated to the top of the mill and by gravity

drops on to a series of baffle plates extending from the top of the mill to the bottom and so placed that when the asbestos is put in at the top of the mill, the fibre striking the first plate slides off in one direction, while the rock striking the plate bounces in another direction. When the fibre reaches the bottom of the series of baffle plates, it is clean, but if judged not to be clean enough, is taken to the top of the mill again and started downward. This process is repeated until the fibre reaching the bottom is clean enough for shipment.

These mills, however, as will be seen from the above description, do not really mill, or open up the fibre; they merely separate the rock from the fibre. When the new mill now being constructed along the lines of Canadian milling practice, is ready to operate, it will be able to draw on the dumps accumulated from the old mills, as these old dumps are rich enough to give a substantial amount of asbestos which heretofore has never been extracted from the rock.

The social conditions at the mines are of interest. Here food is plentiful. Visitors are delightfully entertained at the homes of the engineers or accommodated in a modern hotel.

The City of Asbest has a population of from 35,000 to 40,000 people who are working directly or indirectly in the mining of asbestos. Some are working on houses being built for the workers; many are helping to build the new mills; many are teachers, and the balance work directly in the mines. This entire City has been rebuilt in the last few years.

The modern houses accommodate two families—three rooms to a family. The engineers, including the president of the entire enterprise, have the same accommodations as the workers, that is, three rooms to a family.

The average wage to the average worker is 80 rubles per month (said to be equivalent to $40 a month). Skilled workers often receive double this figure. In addition, various social insurance benefits are received which add about 25% to the wage. All workers get at least two weeks holiday each year at full pay.

The City of Asbest has a modern hospital with about

100 beds where all medical treatment is received free. They have a modern clubhouse, which was recently built, costing approximately $300,000 and this clubhouse contains an auditorium with a thousand seats and also has a library, lecture hall, meeting rooms, music rooms and a theatre. In the clubhouse moving pictures are shown and lectures held.

While I was at Asbest I saw a play produced entirely by the workers and altho I do not understand Russian, the play was so well acted that I was able to follow the story from beginning to end. All plays are, of course, propaganda, directly and indirectly promoting the Five-Year Plan. The music and dancing were wonderful and the scenic effects remarkable, especially considering that these effects were made by the workmen out of practically nothing but painted burlap and boxes.

Asbest also has a museum which contains a mass of material pertaining to asbestos. Samples of drillings, borings, extensive study of mineralogy and geology are also found there.

They also have an engineering school at Asbest which can accommodate 950 boys and girls. The sons and daughters of workmen receive engineering training at absolutely no cost.

There is one thing in Russia which is plentiful—and that is books. They print everything and the Russians can buy a book for a few kopeks (meaning merely a few cents). Education is compulsory to young and old, practically everyone going to school, even after working hours.

Is It the Iron in Asbestos that Scores the Brake Drum

A week or so ago one of our readers asked us this question, and to obtain an adequate opinion, we put it up to Dr. F. C. Stanley, Chief Engineer of the Raybestos Division of Raybestos-Manhattan, Inc., who has been kind enough to give us his opinions and findings in some detail.

The question as asked read as follows:

"Is asbestos in a friction element the cause for scoring of a metal face, i. e., brake lining and drum? Since iron is a constituent of asbestos, might not these particles be responsible for this conventional trouble? In this connection, since Italian asbestos is of a different composition, may this not be commercialized and thus forever overcome that jinx of Brake Lining Manufacturers of the day?"

Dr. Stanley answers this as follows:

"The questions asked are peculiarly relevant.

"It is our opinion that the extensively used asbestos fibre, chrysotile, will score soft steel drums for the reason that this fibre is harder than the soft steel drum at temperatures above 750° F. This was definitely determined by the use of the scleroscope in 1922.

"About two years ago, chemists at the Ford factory and research engineers employed by General Motors Corporation were much interested in the elimination of magnetite crystals or grains from Canadian chrysotile, and the fibre was passed over a machine in which magnets separated the magnetite grains. Unfortunately lining made from the fibre thus purified showed no differences in tendency to score soft steel.

"Experiments made with Italian fibre which has less combined iron and no magnetite, failed to eliminate scoring.

"African chrysotile containing little or no magnetite was at one time demanded by a manufacturer in the brake lining used on his cars, but the difference in tendency to score was never found significant.

"There is little doubt that asbestos fibre abrades iron

and that this abrasion is more rapid at high temperatures. The harder or more compact types of lining abrade more rapidly than the softer and less compact types. There is no scoring of drums when cotton lining is used. This is probably because surface temperatures at which scoring occurs would destroy the cotton.

"The most satisfactory solution of the scoring problem is the use of cast iron drums. While these drums do not resist abrasion by asbestos fibre, the abraded surfaces remain smooth and polished, and the abraded material is in the form of dust. In case of low carbon steel, scoring occurs in which fibre-like steel masses become imbedded in the lining and continue to plow the drum surface.

"This difference in drum composition has the most important relation to this problem and the fact that iron is one of the constituents of chrysotile has no bearing on it. It is our opinion that this combined iron is a replacement of magnesia in a hydrous magnesium silicate.

"It is a significant, tho painful fact, that those brake linings which score least have the smallest quantity of asbestos in their composition, but possess other characteristics which make them less satisfactory. We repeat that the use of cast iron drums is the most satisfactory solution of the scoring problem."

The Automobile in 1931

According to the National Automobile Chamber of Commerce, 2,460,000 cars and trucks were produced in the United States and Canada during 1931. Of the passenger cars produced, 2,040,000, 92% were the closed car type. 25,940,000 motor vehicles were registered in the United States, this being 75% of the world's registration, which is given as 34,575,000. 342,000,000 barrels of gasoline were used by motor vehicles. The report gives many more figures of interest and we will be glad to lend it to anyone interested.

The Asbestos Brake Lining Association Elects New Officers

The annual meeting of the Asbestos Brake Lining Association was held on Wednesday, December 9th, at the Ambassador Hotel, Atlantic City, N. J., during the week of the N. S. P. A. and M. & E. A. Convention.

William Brookes of Ferodo & Asbestos, Inc., was elected President of the Association for 1932; F. R. Lee[1] of the Thermoid Rubber Company, First Vice President, and D. L. Taylor, of the Russell Manufacturing Company, Second Vice-President; W. J. Parker as Commissioner.

William Brookes

D. L. Taylor

Mr. Brookes, on accepting the Presidency, stated his intention to work out very active programs for the regular standing Committees and to put every possible effort into this Committee work.

Recently the Association has entered into a contract with the Credit Clearing House Adjustment Corporation under which all members will avail themselves of the facilities of that organization to obtain uniform credit information and collections.

The date selected for the January meeting of the Association was January 13th, the place, New York Athletic Club, New York City.

[1] We were unsuccessful in obtaining a photograph of Mr. Lee.

ASBESTOS

SPRAYO-FLAKE

The Adaptable House Insulation

House (or wall) insulation, has been experimented with for many years, but it is only recently that we have come to realize that important function such a material will soon perform in our day to day life.

Some day our hotels, our office buildings, theatres, and eventually our houses, will be as comfortable in summer as in winter; that is they will be kept at an even temperature the year round, regardless of the temperature outside. And many of us do not realize how rapidly this seemingly ideal condition is becoming a fact.

We already have our oil burners, gas heaters, coal and electricity, working by thermostat, and designed to keep our houses at even temperature during the colder months of the year. And we have air cooling systems in hotels, theatres, and many other public buildings, which keep us cool while we are inside, even tho on the street the thermometer may register 99° in the shade.

But to make these various systems more efficient, and make them less expensive to use, and so within the reach of a greater number of people, our buildings need insulation, just as our refrigerators are insulated to reduce the electric bill if they are electrically run, or the ice bill if not.

It is very expensive to pump cool air into a building in the summertime while heat is seeping thru walls and cracks and crevices. Likewise it takes a lot of coal, or gas or oil, to heat a house in the wintertime when the walls are letting in the cold air from outside and acting as a conductor for the warm air from our furnaces to the outside cold world. House insulation is therefore very necessary to the efficient working of an air cooling system or a house heating system.

Various materials have been tried out; various wall insulations have been placed on the market; many of them have attained fair success but there is still room for a great deal of improvement.

One of the most efficient house insulations with which we have come in contact, is Sprayo-Flake. This material contains asbestos, the function of the asbestos being that of a binder.

Sprayo-Flake has several distinct features. In the first place it not only insulates against heat or cold, but against sound as well, and when used in a certain manner corrects acoustical defects, deadening sound.

Another variant of it has very desirable dampproof qualities.

Chief among its desirable features, however, is its adaptability, for it can be applied to any surface—rough or smooth, can be placed in what would be inaccessible places for some wall insulations, and all this with ease and great rapidity. Furthermore being applied in layers it can be made as thick as space will allow.

This material is made by the Sprayo-Flake Company of Milwaukee, Wis., and has actually been on the market for several years. It has been introduced into the Philadelphia territory recently by Aetna Insulations, 1213 Wood Street, Philadelphia, whose executives are quite enthusiastic over its possibilities.

All surfaces which are to be treated with Sprayo-Flake insulation or for acoustics, are first given an overall coating of asphalt which closes all cracks and crevices, and dampproofs the surfaces covered.

The Sprayo-Flake insulating process consists of foreing dry flakes of fibrous material, previously impregnated with a fire-resisting agent, by air, thru a specially constructed gun. As the fibrous flakes leave the gun, they are, in mid-air, coated with a spray of atomized adhesive agent or binder and projected to the surface to be insulated. The coated fibrous flakes form a thick blanket of insulation, covering the surface and sealing all cracks and crevices. After the desired thickness of insulation has been applied, the surface is then given an overall coat of asphalt to hermetically seal the exterior surfaces, which prolongs the life of the insulation almost indefinitely.

The material can be applied to side walls, underside of roof surfaces, between floors. The spray of adhesive agent

on the fibrous material gives a blanket of material which will stay firmly in place and yet is resilient (so resilient, in fact, that it can be easily pressed in with the fingers.) This means that it will not crumble with age nor "pack."

A special application of Sprayo-Flake applied in a very dense form to the side walls of interior or exterior partitions where insulation is not provided, will prevent the transmission of noises, and at the same time act as a plaster base, this material substituting for the application of scratch and brown coat plaster. Upon the Sprayo-Flake plaster base the white coat or other finish treatment may be directly applied.

When used for acoustical purposes, on ceilings, for instance, it is generally left uncovered, but a certain kind of paint of the desired color can be mixed with the last coat, so that it will harmonize with the walls and woodwork, or, if desired, a special fabric may be used to cover Spray-Acoustic, to secure the effect desired by the architect.

The adaptability of the material is especially desirable in places where girders, joists or rafters, etc., interfere with the application of many insulating materials, and also where it acts as a caulk to seal cracks and openings around window frames and whatnot.

The low thermal conductivity of this material—.246 B. t. u. per hour, per square foot, per inch thickness per degree temperature differential, its fire resistant qualities; its light weight (4 pounds per cubic foot installed); its permanency; its low cost, both for the material and its application, and the flexibility which allows for usual expansion and contraction of structural members to which it is applied, are a few of the many excellent qualities claimed for this product.

CONTRACTORS AND DISTRIBUTORS PAGE

WOULD WAGE REDUCTION BENEFIT?

For the past several years, ever since the wage rates began to rise, one of the most serious of the insulation contractor's problems was the large industrial plant which bought its insulation direct from the manufacturer and had it applied by its own men. At first only a plant here and there followed this practice, but gradually it extended until at present the practice has assumed such large proportions that the loss of business to the insulation contractor is considerable.

It was noticeable enough in boom times, when contractors were kept busy on other work, but now, when jobs are scarce, the contractor is asking how he can get back the industrial work which has slipped away from him.

The fault hardly lies with the industrial plant. When an executive finds that his own mechanics, who are being paid $1.00 or possibly even 75 or 50c an hour, can apply such insulation as is needed, make a passable job of it, giving almost, if not quite, as good results as when applied by a regular asbestos mechanic, who demands anywhere from $1.25 to $1.75 an hour, depending upon the location of the work, it is hardly to be expected that he will turn the job over to the contractor and probably have his own men idle. It means, in fact, a saving of from $2.00 to $6.00 a day at least, on the work of one mechanic.

Therefore, when an insulation contractor solicits a job, one of his most potent arguments at the present time is low cost. If the contractor can say that the work can be done for so much less money than it cost formerly, he can often get the job which would otherwise be "put off until another time."

A lower wage rate would also enable the union con-

tractor to compete with the non-union shop.

It looks therefore as tho the contractor would be able to take more jobs at a lower wage rate, and so keep his men working, and probably use a few more men than at present—all of which benefits the worker.

And the customer would get a first class job at a reasonable price.

Some question, however, whether a reduction of wage rates for asbestos workers would be of much benefit unless a general reduction in building wage rates takes place. In the opinion of many, building activity will not greatly increase until labor costs less. The reduction of building wages in general would undoubtedly result in increased building, as many would take advantage of the low labor cost, and any increase in building would naturally increase the amount of insulation work.

New Pipings Necessitate New Sizes of Insulation

Two new pipings have recently found their way into the market and have become quite popular.

These are the Mueller Streamline (brass piping) and Copper Tubing.

The chief cause of popularity of the Mueller Streamline is the new type of solder fitting which has been developed by Mueller in connection with its piping, this new fitting considerably cutting down the labor required for installing the pipe. Another advantage is that it is rustproof.

Copper tubing likewise is more flexible than cast iron or wrought iron pipe, permitting the user to bend it around joists, into crevices or use in almost any manner desired.

These new pipings, however, come in outside diameters materially different from that of cast or wrought iron. To be explicit, the walls of the pipings are not as thick in these new pipings, making the outside diameter less for a pipe with the same inside diameter and capacity. This means that pipe covering is required in the same thickness but a different "inside diameter" and some of the manufacturers have seen an opportunity to get quite a bit of business by making pipe covering in sizes to fit these new pipings.

The change in size of the aircell and wool felt coverings entails very little cost in manufacture, it being necessary merely to change the size of the mandrel on which the coverings are rolled, and more business seems to be showing all the time requiring these new sizes.

The following list prices have been adopted by one of

the Companies[1] for these new size coverings:

Outside diameter	List Prices Per Foot
½"	22c
¾"	24c
1"	27c
1¼"	30c
1½"	33c
2"	36c
2½"	40c
3"	45c
4"	60c

1 Norristown Magnesia & Asbestos Co.

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. Wyckoff & Co., 1528 Walnut St., Philadelphia)

	Par.	Div.	December 1931 High	Low	Last
Asb. Corp. (Com.)	np	–		No Sales	
Asb. Corp. (Pfd.)	100	7	.45	.45	.45
Carey (Com.)	100	8	156	156	156
Carey (Pfd.)	100	6	100	99¾	99¾
Certainteed (Com.)	np	–	3	2½	2½
Certainteed (Pfd.)	100	7	15	12	12
Garlock Packing (Com.)	np	–	10	8	8⅜
Garlock Packing (Bonds)	100	6		No Sales	
Johns-Manville (Com.)	np	3	27¼	15⅝	17⅝
Johns-Manville (Pfd.)	100	7	107	90¼	90¼
Raybestos-Manhattan (Com.)	np	–	12	8½	10¾
Ruberoid (Com.)	np	4	35	33¼	34
Thermoid (Com.)	np	–	2½	1½	1¾
Thermoid (Pfd.)	100	7		No Sales	
Thermoid (Bonds)	100	6	41	29¼	29½

AUTOMOBILE PRODUCTION

Automobile Production for the month of November 1931 in the United States and Canada, totalled 70,114 vehicles. 48,997 of these were passenger cars, and the remaining 21,117 consisted of taxicabs, trucks, etc.

Production in November 1930 was 142,161, while the October 1931 number was 80,582; these for comparison.

Total production for the first eleven months of 1931 was 2,348,386; while for the corresponding period in 1930 the production was 3,348,855.

ASBESTOS
MARKET CONDITIONS

General Business.

The last month of 1931 brought little change in conditions, certainly very few encouraging factors. There are many perplexing problems which need solving. That they will be solved sometime, goes without question but in the meantime they are causing a lot of worry.

November aroused hopes that the way to recovery was opening up; but the difficulties of the railroads and of Germany, and the fall in prices of bonds, stocks and commodities to new low levels in December, discounted those hopes. Unemployment has not improved, indeed quite the contrary.

Asbestos. Raw Material.

It was only natural that shipments of raw asbestos from Canada for the month of December would be exceedly small—probably the smallest in a number of years. Buyers are reluctant to take any material into stock for they wish to keep their inventories as low as possible.

A further cut in Canadian Crude by one of the leading Canadian Producers brought forth no immediate business. Even lower prices will not move material faster than actually required. The produucers do not seem to realize this and that accounts for prices going downward.

There appears to be nothing on the horizon at the moment that indicates either volume of trade or improvement in prices.

Manufactured Asbestos Goods.

Textiles. There is little change in this market. Both volume and prices are low. Brake Lining Manufacturers are looking forward to improvement in that jobbers' and dealers' stocks of brake lining are very low and many cars are running with brakes which must be fixed during 1932. Any such improvement would naturally have a favorable effect on the textile industry.

Brake Lining. There are several favorable factors in the brake lining field. One of these is the fact that jobber stocks are low. Another—that developments in the au-

tomobile field, free wheeling for instance, will undoubtedly greatly benefit the brake lining market.

Insulation. Low Pressure. This market except for Government purchases has not been very active during the past month, altho it has held up rather better than expected. Prices are fairly firm, with the possible exception of the midwest section where conditions are keenly competitive.

Insulation. High Pressure. Demand continues to shrink, slightly. Prices are firm, being controlled by factors of cost which have not been reduced but rather increased during the past two years.

Paper and Millboard. Inventories of distributors were reduced during the latter part of the year to such an extent that purchases were kept down to absolute orders received by the resellers. In other words no purchases were made for stock, and this made sales rather flat.

Asbestos Cement Products. Conditions in the asbestos cement shingle market remain unchanged. This season of the year, because of the holidays, is usually pretty dull, and has run true to form this year. The fact that we are enjoying an open winter maintains a certain activity in the sales and keeps current demand somewhat above what we might ordinarily expect for this time of year and under present general business conditions.

As there is little industrial work the market for asbestos cement corrugated sheathing is not overly active.

Note: The above represent the opinions of various men in the Industry, closely in touch, day by day, with the several markets. If your ideas differ let us have your side of the story.

Back to Hard Work

Before the stock market crash in 1929 almost everyone found the going fairly easy. Few ever thought of banks failing, of stock values falling, of building activity stopping.

A job was not so much of a job as a fairly pleasant pastime, with plenty of time for parties, for good times, for recreation.

Most of the American people indulged in an orgy in

one way or another.

Now it's a somewhat different matter. Jobs are not only taken more seriously; they look more interesting. Like being so fed up on ice cream, cake and candy, that you are glad to get back to plain ham and eggs.

There are many lessons which this period of depression will teach, but probably none more valuable than the real pleasure to be found in real work.

Little Lessons in Selling

GET YOUR FRIENDS TO AID

By John T. Bartlett

The salesman who possesses qualities which make for personal friendship has valuable resources in these days of hard-to-get business. To begin with, don't attempt to separate your business and social life. A straight-forward approach to friends of close acquaintance is an act for which no apology need be made.

Friends can help you by giving you leads. Ask them for the assistance. They will know of some people who should be dealing with you but are not.

Inquire, "When I approach these, may I use your name?" The name of a friend, used as an introduction, helps mightily in overcoming automatic resistance.

In an occasional situation, a friend writing a letter of introduction for you may put across a sale, line up an account.

Still another assistance is personal introduction by friends.

Friends can help in other ways. A very close friend can supply you with frank criticism. Friends can get information for you not to be obtained in any other way, facts of competition.

To your list of personal friends should be added parties with whom you do business.

And sell your friends more in the month ahead. Wait on them. Cater. Keep in touch. Your friends should have a major part in your selling efforts of the next few months.

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines).

		October 1931 Tons (2000 lbs.)	Value
Bulawayo District.			
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)		91.08	£1,138 8 9
Pangani (J. S. Hancock)	Sept.	11.41	134 1 9
	Oct.	11.59	136 3 3
		114.08	£1,408 13 9
October 1930		*3,377.88*	*£74,151 18 8*

Africa (Union of South)

(Statistics published by Dept. of Mines & Industries of U. of S. A.)

	October 1930 Tons (2000 lbs.)	Value	October 1930 Tons (2000 lbs.)	Value
Transvaal				
Amosite	233.50	£ 2,335	152.40	£ 1,524
Chrysotile	638.00	9,918	599.00	5,527
Cape				
Blue	472.57	14,048	183.36	3,699
	1,344.07	£26,301	934.76	£10,750

Canada.

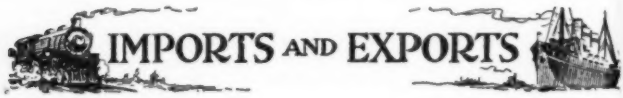
(Published by Dominion Bureau of Statistics).

Production—divided by Grades:	November 1931 Tons (2000 lbs.)
Crude No. 1	9
Crude No. 2	20
Other Crudes	....
Spinning Stocks	551
Shingle Stocks	2,700
Paper Stocks	3,109
Waste, Stucco or Plaster Materials	2,165
Refuse or Shorts	5,514
Total	14,068
By Products (sand, gravel, etc.)	995

India.

(Taken from Indian Trade Journal of November 5, 1931).

The output of asbestos in the Cuddapah District during 1931 declined to 33¼ tons since the Mysore Development Syndicates were not able to carry on mining operations and the Mysore Asbestos Mines, Ltd., temporarily suspended their mining work. Production in 1930 was 88½ tons.



Imports Into U. S. A.

Unmanufactured Asbestos.

	November 1930 Tons (2240 lbs.)	Value	November 1931 Tons (2240 lbs.)	Value
Africa (Br. S.)	91	$ 22,971	25	$ 6,010
Canada	12,835	344,888	9,601	239,182
Germany	2	127	..	.....
Italy	..	.....	1	724
United Kingdom	41	8,804	..	.....
	12,969	$376,790	9,627	$245,916

Tabulation of Crudes and Fibres:

All the above is crude with the exception of Canada, which is divided as follows:

Crude	69	$ 24,300	37	$ 9,650
Mill Fibre	4,149	192,423	3,015	133,399
Lower Grades	8,619	128,249	6,549	96,133
	12,837	$344,972	9,601	$239,182

Manufactured Asbestos Goods:

	November 1930 Pounds	Value	November 1931 Pounds	Value
Yarn—				
Germany	1,000	$ 468	.....	.....
United Kingdom	1,941	1,200	4,507	$1,394
Fabrics, Woven—				
Austria	2,116	1,342	.....	.....
Packing, Fabric—				
Austria	449	249	.....	.....
Germany	.....	.....	290	84
Italy	.....	.....	1,102	569
United Kingdom	1,171	436	1,227	1,628
Packing, Not Fabric—				
Austria	150	81	.....	.....
Canada	.....	.....	700	320
Germany	207	167	6,264	2,452
United Kingdom	382	52	981	289
Shingles and Slates of Asbestos Cement—				
Belgium	107,156	1,505	.....	.....
Brake and Clutch Lining, Woven Fabric—				
Germany	.....	.....	2,000	315

	November 1930 Pounds	November 1930 Value	November 1931 Pounds	November 1931 Value
Brake and Clutch Lining, Molded, Pressed or Formed—				
United Kingdom	49	47	.....	.....
Pipe Covering and Asbestos Cement—				
United Kingdom	.....	.....	703	40
Articles in part of Asbestos, Decorated, etc.—				
United Kingdom	.....	.....	3,942	268
Other Manufactures—				
Austria	3	4	.....	.....
Canada	500	76	.....	.....
United Kingdom	59,219	5,124	.....	.....
	174,343	$10,751	21,716	$7,359

Exports from U. S. A.

Exports of unmanufactured asbestos during October[1] 1931 amounted to 25 tons, valued at $2,136, compared with 40 tons, valued at $4,761 during October[1] 1930.

Exports of manufactured Asbestos Goods:

	October[1] 1930 Pounds	October[1] 1930 Value	October[1] 1931 Pounds	October[1] 1931 Value
Paper, Mlbd. & Rlbd.	167,228	$14,182	48,984	$7,874
Pipe Covering & Cement	528,001	37,868	259,281	13,094
Textiles, Yarn & Packing	105,258	62,065	90,875	49,250
Brake Lining[2]	558,349	120,272	.....	.....
Not Molded[2]	.....	.....	244,801	44,787
Molded and Semi-molded	.....	.....	.....	45,247
Magnesia & Mfrs. of	813,657	43,273	302,734	19,188
Asbestos Roofing[3]	1,903	8,899	643	3,368
Other Manufactures	281,034	26,375	222,336	16,836

[1] Exports one mo. behind Imports. [2] Lin. Ft. [3] Sqs.

Exports of Raw Asbestos from Canada.

	November 1930 Tons (2000 lbs.)	November 1930 Value	November 1931 Tons (2000 lbs.)	November 1931 Value
United Kingdom	300	$ 20,215	208	$ 19,890
United States	5,071	256,063	2,704	131,586
Australia	....	.....	50	3,000
Belgium	713	56,327	1,625	128,275
France	408	36,794	368	18,090
Germany	797	70,736	377	22,130
Italy	160	12,670	.....	.....
Japan	480	27,700	375	18,470
Netherlands	96	4,320	195	11,330
	8,025	$484,825	5,902	$352,771

	November 1930 Tons (2000 lbs.)	Value	November 1931 Tons (2000 lbs.)	Value
Sand and Waste--				
United Kingdom	310	7,700	90	1,830
United States	9,870	141,101	7,182	95,759
Belgium	130	3,225	50	940
France	120	2,250	60	1,290
Germany	620	13,400	260	5,460
Italy	.....	.....	55	1,375
Japan	.....	.....	12	240
Netherlands	147	3,525	274	6,430
Peru	.....	.....	5	48
	11,197	$171,201	7,988	$113,372
	19,222	*$656,026*	*13,890*	*$466,143*

Imports and Exports by England.

Imports of Raw Material.

	Nov. 1930 Tons (2240 lbs.)	Value	Nov. 1931 Tons (2240 lbs.)	Value
From Africa (Rhodesia)	314	£ 9,255	737	£16,307
From Canada	176	2,059	311	4,883
From Africa (Union of S.)			444	7,949
From Africa (Bechuanaland Protectorate)			50	7,894
From Australia			21	200
From Cyprus	383	7,711	8	68
From Finland			5	50
From Germany			15	101
From Soviet Union (Russia)			1,348	29,328
From U. S. of America			49	631
	873	£19,025	2,988	£67,411
Re-Shipments	*82*	*3,115*	*66*	*1,362*

Exports of Asbestos Manufactures.

To Netherlands	82	4,754	50	5,774
To France	77	6,075	20	3,608
To U. S. of America	2	788	1	672
To British India	292	11,777	124	6,813
To Australia	25	3,556	12	2,732
To Other Countries	1,230	60,748	1,624	55,280
	1,708	£87,698	1,831	£74,879

NOTE: 40 tons, valued at £1,377 should be deducted from the Portuguese East Africa figures for September. (See page 47 in November 1931).

NEWS OF THE INDUSTRY

Birthdays. We extend congratulations and best wishes to the following gentlemen on the occasion of their birthdays: Henry W. Grebe, President, Central Asbestos & Magnesia Company, Chicago, Ill., January 21st; G. D. Crabbs, President, Philip Carey Mfg. Company, Lockland, Cincinnati, O., January 22nd; Benj. T. Conwell, Jr., General Manager, Eternit, Inc., St. Louis Mo., February 3rd; Arthur I. Rank, President, Aetna Insulations, Philadelphia, Pa., February 5th; H. N. Dawes, President, Nightingale & Childs Company, Boston, Mass., February 5th; H. A. Hirschfeld, President, Standard Asbestos Co., Inc., New York City, N. Y., February 11th; Willard R. Platt, President & Secretary, Greene, Tweed & Co., New York City, N. Y., February 11th; Lewis H. Brown, President, Johns-Manville Corp., New York City, N. Y., February 13th; R. V. Aycock, President, R. V. Aycock Co., Kansas City, Mo., February 15th.

Southern Asbestos & Magnesia Corporation, Los Angeles Cal. Effective January 1st, this company discontinued the use of the name Southern Asbestos & Magnesia Corporation, and will therefore in future be known as "Plant Rubber & Asbestos Works." This institution thus becomes an important unit of the Plant Rubber & Asbestos Works, with offices, factories and warehouses at Los Angeles, Wilmington, San Francisco and Redwood City, Calif. There will be no change in present policy or personnel. Los Angeles headquarters will remain at 1701 N. Main St., and the Harbor Branch will continue at 330 Broad Avenue, Wilmington, Calif.

Keasbey & Mattison Company have announced the appointment of N. W. Ayer & Son, Inc., Philadelphia, to direct its advertising account and that of the Ambler Asbestos Shingle & Sheathing Company. Plans for the company's 1932 advertising have not yet been completed.

Frank X. Baird has recently established a warehouse and office at No. 5 East Hill Street, Baltimore, Md., and will operate as an insulation contractor.

Mr. Baird has had twenty-five years experience in the insulation and contract field, having been with the Keasbey & Mattison Company for fifteen years, and with Johns-Manville Corporation and their distributor in the Baltimore District, Reid Hayden, Inc., for ten years. Mr. Baird was a manager of the last named company, and is thoroly familiar with all classes of work from residential to power station practices.

Asbestos Cement Producers in Japan have recently organized the Asbestos Cement Industrial Guild to control production and marketing of their output, and to attend to the purchasing

of asbestos and other raw materials.

E. R. Flint, Agent for the Keasbey & Mattison Company of Ambler, Pa., and the Bell Asbestos Mines, on January 1st moved his place of business to 6 Rue Francois Coppee, Paris XV, France. He was formerly located at 43 Rue de Lille. Mr. Flint's cable address is "Asbestosa," as heretofore.

"Asbestos in Vermont" is the title of an article which appeared in the December 14th issue of the Engineering & Mining Journal, and describes and illustrates the asbestos properties of the Vermont Asbestos Corporation.

Sall Mountain Company. Notice has been issued by Sam Howard, Suite 816, 134 S. LaSalle St., Chicago, Ill., soliciting bids for the assets of the Sall Mountain Company (bankrupt) of Chicago, Ill., and Rockdale, Ohio, bids to be received at the office mentioned on January 5th. If no satisfactory bid was received the assets are to be sold at public auction.

Up to the time of going to press, no information has been received as to the result of this notice.

Munnik-Myburg Co. According to the S. A. Mining & Engineering Journal the Munnik-Myburg Co. during the year ended June 30th, 1931, made a profit of £6,441, and a dividend of 2½ per cent was paid, which absorbed £3,062. The balance, in addition to the amount brought forward, makes a credit of £11,639 to be carried forward. In view of the depression in the market for asbestos, the mine was closed down at the end of February (1931) for the time being. Development at the mine is said to have been satisfactory.

German imports of raw asbestos and asbestos fibre in the first nine months of 1931, amounted to 7,242 metric tons, valued at 3,101,000 Reichmarks, against 10,793 metric tons, valued at 6,142,000 Reichmarks in the corresponding period of 1930. These figures included 1,122 metric tons from Russia, 2,020 metric tons from South Africa, 458 metric tons from U. S. A. and 3,392 tons from Canada.

German export trade in manufactured asbestos goods for the same period was fairly well maintained. The exports of asbestos yarn reached 568 metric tons; 1,965 metric tons of asbestos pulp, boards, cement sheets, and joining material were exported, and the total of other materials, including asbestos garments, rubber treated asbestos fabric, etc., was 412 metric tons.—India Rubber Journal.

The Russell Manufacturing Company of Middletown, Conn., announces the opening of a new Rusco Brake Service in Brandon, Manitoba, Canada. A celebration was staged at the opening of this station, which is particularly well equipped, having a Jumbo brake tester, lathe, riveting machine and other Rusco brake equipment.

The Bureau of Census has compiled a report on Asbestos for the year 1929, this giving the number of operators, wage

earners, wages paid, cost of supplies, etc. We will be glad to lend the report to anyone interested.

Asbestos and General Trust. The directors of the Asbestos and General Trust announce that, owing to the company's inability at the depressed prices lately ruling, to mine and market its asbestos at a profit, the drain on its resources has had no relief by way of income, and it has not been found possible to meet the obligations on the company's debenture charge now due for repayment. The debenture holders are proposing to exercise their rights failing some satisfactory scheme for the company's rehabilitation. A scheme of reorganization is in course of preparation, having for its object the immediate protection and refinancing of the properties and assets, and shareholders will be called together at the earliest possible moment. The company operates in Southern Rhodesia and also owns a large acreage of rubber forests in Bolivia.—India Rubber Journal.

African Asbestos Trust. The accounts of the African Asbestos Trust to 30th June show that £1,550 was expended on equipment and development and on general expenditure. The value of asbestos sold, together with sundry revenue, amounted to £2,036 (against £5,423.) The development and general expenditure account now stands at £74,896.

Aetna Insulations. C. S. Wilmot, on November 1st, became associated with Aetna Insulations, Philadelphia, Pa., in the capacity of Sales Engineer. Mr. Wilmot was formerly with the United Engineers & Constructors, Inc., Philadelphia, and is well known to the architects and the building trades.

Mr. Wilmot's chief interest lies in the several new lines being taken on by Aetna Insulations—Sprayo-Flake Insulation (described in detail on page 24 of this issue) Wood Preservative, which also acts as a fire resistant, and two other materials which will be announced at a later date.

Johns-Manville Corporation, on January 1st, reduced wages and salaries from 10 to 15%. Wages were cut 10%, while salaries were reduced 10% up to $5,000, 12½% from $5,000 to $10,000, and 15% on all above $10,000 annually. The reductions affected all employees and officers in the corporation and its subsidiaries and factories.

Cape Asbestos Company. The 5% Dividend on the Participating Preference Shares of this Company in respect of the year 1931, was declared payable on January 1st, 1932.

Gatke Corporation. Charles H. Davis of Detroit, has recently been appointed director of automotive sales and merchandising for the Gatke Corporation, manufacturers of brake lining. Mr. Davis was formerly with the National Automotive Parts Association and the Covite Manufacturing Company.

Thermoid Rubber Co. Arthur B. Dougall has been appointed sales promotion manager of the Automotive Division of the

Thermoid Rubber Company, Trenton, N. J. He was formerly district manager for Thermoid of the Maryland, Delaware and District of Columbia section.

Albert H. Styron of Birmingham, Ala., has been appointed district manager by the Thermoid Rubber Company, his territory covering Alabama, Mississippi and Tennessee. Mr. Styron has been connected with the Thermoid Rubber Company for the past four years.

L. J. Miley Company of Chicago, Ill., opened a warehouse stock at Dallas, Texas on January 1st, local address being 2705 Williams Street, under the supervision of Herbert Sierk and his organization.

Thermal Products, Inc., On January 1, 1932, The Cain Asbestos Company and M. P. Doud, announced the consolidation of their individual enterprises under the title of Thermal Products, Inc., with office and warehouse at Front and Courtland Sts., Philadelphia, Pa.

Decelerite Corporation. An Indianapolis newspaper announces the starting of a new asbestos company in Indianapolis, under the name of the Decelerite Corporation. It is stated that 25 men will be given employment, and operations were expected to start on December 13th. The officers of the company are William M. Callahan, Buffalo, N. Y., President; H. B. Shank, Fort Wayne, Vice President; R. W. Watkins, Buffalo, Secretary; and E. E. Hughes, Buffalo, Treasurer.

Further information on this company will be appreciated. Letters addressed to some of the officers have elicited no reply.

Packing Engineering Corporation, formerly The Paxall Co., Inc., of 23 E. North Avenue, Cranford, N. J., manufacturers of Ace-O-Pax Plastic Packing, announces its change of name effective January 1st, 1932. The change is in name only, the new name having been adopted as more clearly descriptive of the company's activities.

The Belmont Packing & Rubber Company of Philadelphia, announce with profound sorrow, the death of Fred Paul Sher, Treasurer of the Company, on Saturday, January 2nd.

TRADE MARKS

(Passed for Publication)

(This information is supplied by the National Trade Mark Co., 900 F. St., Washington, D. C., who will conduct free of charge an advance search on any trade mark our readers may contemplate adopting.)

Ideal. Serial No. 319,315. Emsco Asbestos Co., Downey, Calif. For Brake Lining composed wholly or partly of asbestos. Passed on December 8th.

Supertab. Serial No. 321,361. The Ruberoid Co., Bound Brook, N. J., and New York City. For composition shingles. Passed on January 5, 1932.

PATENTS

Corrugating Machine. No. 1,834,648. Granted on December 1st, 1931, to Arthur B. Saunders, Nashua, N. H., assignor to Johns-Manville Corporation, New York City. Filed March 31, 1930. Serial No. 432,626. Description upon request.

Gasket. No. 1,835,356. Granted on December 8th to Edwin A. Sutcliff, Oak Park, Ill., assignor to Victor Mfg. & Gasket Company, Chicago. Filed December 22nd, 1930. Serial No. 503,988. Description upon request.

Electrical Cell and Compartment Structure. No. 1.835,524. Granted on December 1st to Evan Rinehart, Port Washington, and Charles L. Day, Hartsdale, N. Y., and John H. McManus, East Portchester, Conn., assignor to Johns-Manville Corporation, New York. Filed November 17, 1928. Serial No. 320,200.

Described as a cell structure, formed of panels, said panels comprising alternating layers of plane and corrugated sheets of compressed asbestos and cement material, means for securing sheets together, said sheets being so arranged that the flat sheets extend beyond the corrugated sheets on the sides to form grooves, and a tongue of like material of the same thickness as the depth of the corrugations inserted into and secured in one or more of said grooves and a fire resisting packing material between said tongue and sheets.

Brake Covering and the Like. No. 1,836,174. Granted on December 15th, to Hans Kattwinkel, Cosing, Germany. Filed November 23, 1926. Serial No. 150,790, and in Germany, November 24, 1925.

Described as a process for the manufacture of frictional material for brake and clutch purposes, consisting of impregnating a suitable fibre material with a medium adapted to harden, then causing said medium to harden and subjecting the material to a deformation during such hardening process, so as to break it into finely divided individual particles, remaining substantially coherent with the fibred material.

2nd. A frictional material for brake and clutch purposes, said material comprising a fabric material impregnated with a finely broken phenolic condensation product.

Apparatus for Making Paper. No. 1,836,467. Granted on December 15, 1931, to John Allen Heany, New Haven, Conn., assignor to Worldbestos Corporation, Paterson, N. J., a corporation of Delaware. Original application filed February 15, 1924. Serial No. 692,947. Divided and this application filed September 12, 1927. Serial No. 218,891. Description upon request.

Machine for Making Insulated Wire. No. 1,836,771. Granted on December 15th, to Beauford H. Reeves, New Haven, Conn., assignor to Rockbestos Products Corporation, New Haven, Conn. Original application filed January 19, 1927. Serial No. 162,169. Divided and this application filed November 11th, 1927. Serial No. 232,689. Description upon request.

THIS AND THAT

The day before Christmas a gentleman called at the office of an insulation contracting firm, and ordered two bags of asbestos cement to be sent to his neighbor for a Christmas gift. The gentleman said he believed in giving useful articles and thought his selection would be more appropriate than cigars or suspenders. Maybe you won't believe that, but it's true. Ask F. H. Shipe of the Asbestos Covering & Roofing Company, Washington, D. C.

What isn't done today will have to be done tomorrow and you will probably be just as busy tomorrow as you are today.

The Thirty-eighth Annual Meeting of the American Society of Heating and Ventilating Engineers, will be held at the Hotel Statler, Cleveland, Ohio, from January 25th to 29th inclusive. "Importance of Radiation in Heat Transfer Thru Air Spaces," and "Heat Transmission as Influenced by Heat Capacity and Solar Radiation" are the titles of two of the papers which will be presented at this meeting.

A copy of the entire program is in our possession and may be borrowed by anyone interested.

One Question Short

Pat was brought to court for questioning in connection with an automobile accident at a railroad crossing.

"Did you wave the red lamp?" he was asked.

"I sure did," answered Pat.

The next day he told his friend, "It's a good thing for me that he didn't ask if the lamp was lighted."

"Your publication is always interesting as well as instructive and has shown remarkable improvement as time goes on," says a reader. These are the kind of comments which make us feel like working overtime to make "ASBESTOS" bigger and better.